

DED UPDATE

111 Rockville Pike • Suite 800 • Rockville, Maryland 20850 • 240-777-2000 • www.montgomerycountymd.gov/ded



From the Director

We're keeping quite busy here at DED! We launched the County's new **Local Small Business Reserve Program (LSBRP)** at the beginning of the year, and it is now up and running with over 275 County businesses registered and more than one hundred County Contract Administrators trained on the Program.

The LSBRP was created to enhance the competitiveness of County-based small businesses by creating separately-defined County procurement opportunities for local small businesses. More information on the LSBRP is located in this issue.

We're also getting closer to opening our newest facility as part of the Montgomery County Business Incubator Network. The finishing touches are being made at the new Wheaton Business Innovation Center, located in the same building as the County's Montgomery Work's One-Stop Center at Westfield Shoppingtown Wheaton. Several tenants have already been accepted, and we welcome applications from other professional and business services entrepreneurs and firms, looking for a great new location from which to anchor or grow their business.

Please forward any suggestions on how this newsletter can best serve your needs to ded.update@montgomerycountymd.gov. We look forward to your comments and feedback.

Sincerely,
David W. Edgerley

Divisional News & Highlights

Agricultural Services (Jeremy Criss, Manager)

Agricultural Services is currently developing the Building Lot Termination Program (BLT – not to be confused with the sandwich of the same acronym) as an enhanced farmland preservation initiative which will focus on specific ways to encourage the preservation of farmland owned by individuals that have decided, for a various reasons, to not protect their farms through the easement programs currently available. The proposed BLT will be funded initially by the public sector. After an evaluation of the development options available in the agricultural reserve, DED staff will negotiate with landowners to value potential building lots which are permissible under zoning for the purpose of eliminating all or some of the proposed lots. In exchange for eliminating lots, the landowner would receive compensation for each development right or "Super TDR" eliminated. The County will obtain an easement that terminates the lot and simultaneously conveys the title of the TDR to the County. For more information, please contact John Zawitoski at 301-590-2831.

Business Incubator Network (John Korpela, Manager)

The Wheaton Business Innovation Center (WBIC) will officially next month, but we've already admitted our first five tenants. Loving Decisions, JVR Communications, Valens Marketing and Consulting, Mendoza & Company, and Web Management Group will be the first to occupy the County's third and latest incubator facility. For more information on the WBIC or to obtain an application, please contact Jerry Godwin at 240-777-2000 or jerry.godwin@montgomerycountymd.gov.

Local Small Business Reserve Program

During February, DED staff gave presentations on the LSBRP to the Silver Spring and the African-American Chambers of Commerce. In addition, print ads promoting the Program continue to run in local publications, and Cable 22 is running an interview with DED staff about the LSBRP. Up-coming presentations will take place Thursday, March 9 at 8:30 a.m. at the Rockville Economic Development, Inc., (301-315-8096) and on Monday, March 13 at 6:00 p.m. at the Wheaton Redevelopment Office (240-777-8100), and on Tuesday, March 21 at 8:30 a.m. the Gaithersburg/Germantown Chamber of Commerce (301-840-1400). Visit www.montgomerycountymd.gov/LSBRP to learn more about the program, register, and/or to monitor county solicitations.

Marketing/Business Development (Robert McGlotten, Manager)

Since the start of FY 06, the County has attracted or retained over 4,500 jobs and over two million square feet of leased office space. Most recently, eight companies have expanded or relocated in Montgomery County, adding 1,060 jobs and leasing over 215,000 square feet of office space. These companies include satellite communications trailblazer World Space, bioscience company Vanda Pharmaceuticals, construction company Aggregate Industries and the American Speech Language Hearing Association. These companies reflect Montgomery County's diverse, innovative and thriving business community.

Meetings, Events & Announcements

- Representatives from leading technology companies, service providers and federal agencies will be at the Tech Council of Maryland's Government Contracting Symposium **Thursday, March 9, 2006** at the University of Maryland at Shady Grove. For more information, call 240-453-6200. Register online at www.mdhitech.org/Calendar/html/498.html.
- The Rockville Chamber of Commerce is sponsoring the Women In Business Conference & Tradeshow **Friday, March 10, 2006** at the Montgomery County Conference Center. The theme of this full-day event is "Talking Business!" Prizes and awards for the recent StartRight! Women's Business Plan Competition will be awarded at the Conference. For more information, visit www.women-in-business.org or call 301-424-9300.
- U.S. Congressman Albert R. Wynn's Procurement Fair and Business Expo will take place **Monday, March 13, 2006** at the University of Maryland at Shady Grove. Procurement officers from federal, state, and local government, the private sector, and area colleges and universities will be on hand at this free event. For more call 202-225-8699 or visit www.house.gov/wynn.
- A Small Business Seminar on Business Development Resources will be held **Tuesday, March 14, 2006** from 6:00-8:00 pm at the Charles W. Gilchrist Center for Cultural Diversity in Wheaton. For more information or to register, call 240-777-4951.
- The Gaithersburg-Germantown Chamber of Commerce, Inc. is hosting "Public Procurement Made Simple" **Tuesday, March 21, 2006** at the Gaithersburg Holiday Inn. Participating public agencies include City of Gaithersburg, Housing Opportunities Commission, Montgomery College, Montgomery County Office of Procurement, Montgomery County Public Schools, and Montgomery County Department of Economic Development. For more information or to register, call 301-840-1400 x14 or visit www.ggchamber.org.
- The 22nd Annual Wheaton & Kensington Chamber of Commerce Community Awards Banquet will be held **Wednesday, March 22, 2006** at the Hollywood East Café on the Boulevard in Wheaton. For more information, call 301-949-0080 or visit www.wkchamber.org.
- The Hispanic Chamber of Commerce of Montgomery County and the Mario Loiederman Procurement Center will host their annual Minority Procurement Fair **Thursday, March 23, 2006** at the Universities at Shady Grove. The full-day Fair will be followed by a dinner gala that evening at the Montgomery County Conference Center. Call 301-610-0590 or 301-654-4000 for more information.
- The 32nd Annual Montgomery County Chamber Public Safety Awards Luncheon will be held **Thursday, March 23, 2006** at the Montgomery County Conference Center. For more information, visit www.montgomerycountychamber.com or call 301-738-0015.
- The Women in Bio 4th Annual Dinner will be held **Thursday, March 30, 2006** at the Montgomery County Conference Center. For more information, visit www.womeinbio.org.
- The 2006 Montgomery County Women's Fair will take place **Saturday, April 1, 2006** at the Montgomery County Conference Center. Visit www.mcwomensfair.org or call 301-649-5551 for more information.

For a complete listing of events, click on the Calendar of Events on DED's homepage at www.montgomerycountymd.gov/ded

Recent Company Attractions, Expansions & Relocations

- **Aggregate Industries, Inc.** – Attraction of 215-employee construction company to 31K-plus s.f. in Rockville.
- **American Speech Language Hearing Association** – Expansion in Rockville to nearly 80K total s.f. to house almost 500 employees.
- **Development Alternatives, Inc. (DAI)** – 100-employee consulting firm to expand to 90K total s.f. in Bethesda this summer.
- **MobilePro Corporation** – Expansion of Bethesda IT firm to nearly 3K s.f.
- **Rieger Communications, Inc.** – Clarksburg graphic design company, expanded to nearly 15K s.f.
- **Thales Communications** – Expansion of Germantown IT company to 17K total s.f.
- **Vanda Pharmaceuticals** – Expansion of 30 employee biotech/pharma company in Rockville to over 17K total s.f.
- **Worldspace** – Silver Spring satellite radio provider, expanded by over 20K s.f. to more than 70K total s.f. with 110 employees.

MC Biotechs in the News

Gaithersburg-based *Avalon Pharmaceuticals* recently raised \$7.25M in private stock investments to expand its drug discovery programs...

GenVec, also in Gaithersburg, recently received \$1.7M in federal funding to further develop its vaccine candidates to prevent the spread of foot-and-mouth disease...

Sucampo Pharmaceuticals, of Bethesda, will begin selling its new treatment for chronic constipation, which recently won approval by the FDA

Send comments, suggestions or inquiries to: DED.Update@montgomerycountymd.gov

For more information on DED or to view issues of DED Update online visit: www.montgomerycountymd.gov/ded